# INVOLVEMENT LOAD IN TRANSLATION TASKS AND EFL VOCABULARY LEARNING

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#### Abstract

This study mainly examined the effects of three translation tasks on vocabulary learning for tertiary-level learners based on the motivationalcognitive constructs of task-induced involvement load, as suggested in the Involvement Load Hypothesis (ILH) (Laufer & Hulstijn, 2001). Sixty lowproficiency level students were randomly assigned to three groups to complete one of three translation tasks that varied in the amount of involvement load: Task I, translation-only mode (one involvement load), translation plus fill-in exercises (two involvement load), and translation plus sentence writing (three involvement load). Three-modality vocabulary knowledge of recognizing word form, recalling meaning, and producing word knowledge were measured immediately after study and two months after study. The results of the study were in line with the claims of ILH that word learning and retention in a second language are contingent upon a task's involvement load. In the current study, word learning and retention was highest in Task 3, followed by Task2, and Task I. These and relevant pedagogical implications were discussed.

**Key words:** *task, vocabulary learning, Involvement Load Hypothesis, vocabulary gain* 

### Introduction

Students who learn English as a Foreign Language (EFL) acknowledge the mastery of vocabularies in English is a priority. This is not really surprising since the four language skills of listening, speaking, reading and writing are all associated with a propitious command of vocabulary, and the proficiency level of vocabulary determines the practical ability of applying these four language skills in EFL contexts. No matter how

proficient a learner is in grammar or phonology, any meaningful communication shall not happen without vocabulary (Laufer, 1993; Nation, 2001; Schmitt, 2010). It is the basic unit of language learning. Hence, how to improve students' vocabulary gain is one of the key goals in EFL teaching.

The application and effects of tasks in EFL vocabulary teaching and learning have been supported by many researchers. One of the hottest issues in vocabulary research is the use of the task of reading on vocabulary learning. A variety of studies exploring the effects of reading tasks on vocabulary learning have been conducted by many researchers (Eckerth & Tavakoli, 2012; Hulstjn and Laufer, 2001; Nation, 2013). The common feature of these studies is the evidence that the reading tasks facilitate learners' vocabulary gain and direct instruction, especially the elaborate instruction in word processing, facilitates vocabulary learning. Listening tasks were also conducted to measure the incidental vocabulary learning (Van Zealand & Schmitt, 2013; Vidal 2003). They prominently pointed out that listening tasks help facilitate vocabulary learning. The effects of speaking tasks on vocabulary learning have also been illustrated by using negotiation tasks (Newton, 2013), which confirmed that negotiated interaction has a positive effect on vocabulary learning. Some researchers (Folse, 2006; Lee, 2003; Muncie, 2002; Webb, 2005) have pointed out the more facilitative and potential power of writing tasks on facilitating vocabulary learning by comparing them with other speaking or reading tasks. As of now, few researchers have specifically addressed the effects of translation task on vocabulary learning (Hummel, 2010), which is the main purpose of the current study.

In measuring task effectiveness, Laufer and Hulstijn (2001) proposed the Involvement Load Hypothesis, which states that incidental vocabulary learning and retention is contingent on three constructs: need, search, and evaluation. Tasks with higher degrees of need, search, and evaluation are more effective for incidental word learning than tasks with lower load. The present study aims to expand our existing knowledge of tasked-induced involvement, and measure its effects on three-modality word knowledge through translation tasks.

#### Literature Review

### The Involvement Load Hypothesis (ILH)

Craik and Lockhart (1972) firstly proposed the theory of depth and levels of processing in the research on human memory. According to their theory, a deeper level of processing is related to more detailed, meaningful, durable, and stronger memories. Laufer and Hulstijn (2001) used this theory as basis and proposed the motivational-cognitive constructs of task-induced involvement, which states that vocabulary items are best learnt in a condition requiring a high involvement load.

Need, search and evaluation are the three constructs of task-induced involvement. Need is a motivational but non-cognitive dimension of involvement, and is differentiated as strong need (++) (intrinsic need) and moderate need(+) (extrinsic need). Put succinctly, A need is strong when it is self-motivated (e.g., a learner wishes to learn for what he/she lack) and moderate when the task is imposed by extrinsic factors (e.g., teachers). Search and evaluation are the two cognitive dimensions of involvement. Search is the process to locate the meaning of an unknown word, e.g., using a dictionary to ascertain the explanation of unknown words. Evaluation refers to the comparison of a new word with other words and measurement of its suitability in a given context. *Evaluation* is strong (++) when a task requires the learners to combine new words and known words in an original context (e.g., to create a sentence or write a composition) and moderate (+) when a task only requires the learners to recognize differences between words provided in a given context (e.g., make a decision that which meaning of the new word best fits the given context).

The three components do not always appear simultaneously during a reading task. Laufer and Hulstijn (2001) proposed "Involvement Index" to define the depth of processing, in which the absence of a component is marked 0(-), the moderate presence of a component is marked 1(+), and the strong presence of a component is marked 2(++). According to ILH, tasks with higher indexes are deemed more effective for learning and retaining a word than those tasks with lower indexes.

The presence of this hypothesis provides a theoretical headway in the domain of vocabulary acquisition (Laufer, 2012), and the validity of this hypothesis was proved by examining five mediator variables: design quality, output tasks, time on tasks, genres of text, and word ratios (Huang, Eslami, Willsson, 2012).

#### Empirical evidence for ILH

Empirical support for ILH is as follows:

In Keating's (2008) study, word learning and retention for seventynine Spanish beginning English learners were found to be heavily dependent on a task's involvement load. Significant differences were found in the three tasks: Reading comprehension (Task one, one involvement index), reading comprehension supplemented with target word suppliance (Task two, two involvement indexes), reading comprehension plus sentence writing (Task three, three involvement indexes). His study revealed that passive knowledge of the target words in Task three improved the most, followed by Task two, and Task one. Active knowledge of the target words in Task three also improved the most, followed by Task two, and Task one. His study revealed that vocabularies were best learnt in tasks with higher involvement load than tasks with lower involvement load, similar results could also be found in other studies (Eckerth & Tavakoli, 2012; Hill & Laufer, 2003; Huang, Eslami, & Willson2012).

In Hummel's (2010) study, 191 native French speakers were required to translate sentences from their first language (L1) to second language (L2) and from L2 to L1. Participants were randomly assigned to three tasks (Task 1, French to English active translation, n=71; Task 2, English to French, n=71; Task 3, exposure and copy exercise, n=49). Although his results showed that all three exercises produced short-term increases in vocabulary gains, the third task of exposure and copy exercise significantly outperformed the other two tasks. The results purported that vocabulary learning may not be facilitated as much by active translation as exposure and copy condition, however, other studies supported the use of translation (Folse, 2004). In addition, one thing that bears in mind for Hummel's result is that his study only tests the short-term learning.

In Kim's (2008) study, two experiments were carried out. In the first experiment, participants were required to take three vocabulary tasks with different levels of involvement index. In the second experiment, participants were required to take tasks with equal involvement load. The results revealed that word learning and retention were achieved better in the task with a higher involvement index. In addition, identical involvement load index in the two tasks showed similar results. The results were in line with Laufer & Rozovski-Roitblat's (2011) study, wherein participants who attended the task of reading a text plus Focus on Forms (word-focused) activities outperformed the participants who attended the task of reading a text with occasional Focus on Form (refer to a dictionary) in learning 60 test items during a I3-week course.

#### Limitations of prior research

Research on IHL conducted so far is limited in at least three ways: First, prior research has mainly been focused on involving advanced learners, who might have a more advanced ability in learning and deep interest in taking the tasks. It remains to be seen, whether EFL learners with a lowproficiency level in Asian context, also benefit from tasks with a high involvement load. Because learners with a low-proficiency level might have a lexical threshold to fully infer the meaning from the context. Second, few studies conducted to date has been focused on how the results would be in translation tasks. As Folse (2004) proposed, translations are not bad but a helpful tool in learning L2 vocabulary. The current study aims to probe into this issue. Third, the present study measures three-modality vocabulary knowledge: passive recognition, active recall, and free production, which represent passive and active vocabulary knowledge in terms of their relative levels of difficulty in learning vocabulary knowledge. This dimensions approach is what previous studies lack in researching the effects of taskinduced involvement on EFL vocabulary learning.

### **Research Questions**

Two related questions were addressed in the present study:

- I. As Task 3 show higher involvement load of *need, search and evaluation,* could it be reasonably hypothesized that the result of vocabulary learning in Task 3 is better than Task2, followed by Task I?
- 2. Based on the tenets of ILH, could it be reasonably hypothesized that Task 3, with the highest involvement load indexes, would lead to better retention of target words than Task2, followed by Task I?

### Methodology

#### Participants

The participants were native-Chinese speakers enrolled in two parallel classes of business English at Nanning University. They learn English as a foreign language and regard English as a tool for assisting their study of business, and they had no studying experiences abroad. They ranged in age from 19 to 21. They were all from Guangxi Province, which meant they shared mostly the same background in learning English.

Initially, there were 102 students from these two parallel classes, only 60 students were selected based on the following criterion: All participants must have similar proficiency in mastering the 2,000 frequently used words. Vocabulary levels test (VLT) developed by Schmitt, Schmitt and Clapham (2001) was used. Information of validation was showed in Nation and Gu (2007), and this test was successfully applied in Peters (2014). The average score of the selected students in the current study was 21.74 out of 30 (The 2,000 word level). The validity of comparing these two groups was guaranteed since their average scores on VLT did not differ significantly (Group I: 22.35 out of 30, Group 2: 21.84 out of 30, p=0.52). From the results of the test, we can know that participants were in a relatively low proficiency level, and they had similar proficiency level.

#### Learning Materials

All the materials used in this study were authentic English business documents provided by Dolphin International Trade Company in Guangdong (see appendix for one document). The reason for choosing these materials was that success in task-based language teaching is evaluated and associated with real-life language use (Skehan, 1996). In addition, the students are from business English major, they may be interested in learning business documents.

#### Target words

The target words were 30 verbs selected from these business documents (*suspend*, *encumber*, *stipulate*, *construe*, *recapture*, *claim*, *unfetter*, *rotate*, *release*, *comply*, *discharge*, *negotiate*, *guarantee*, *reimburse*, *inspect*, *obtain*, *remit*, *correspond*, *revolve*, *revoke*, *reverse*, *accompany*, *indorse*, *transfer*, *procure*, *undertake*, *infringe*, *defer*, *indemnify*, *authorize*). The reason to choose verbs is that verbs were found to be difficult items in comprehending business documents.

#### Task Design

The three tasks in this study were all involved with translation of authentic work documents:

Task I: Translate work report

Task 2: Translate the work report plus fill-in

Task 3: Translate the work report plus sentence writing

In Task 1, participants were provided with English business documents. The 30 words were highlighted in bold print. The task of participants was to read the documents and translate into Chinese. *Need* was moderate (learning was imposed by the task), *search* and *evaluation* were absent (they were not required to refer to the dictionary or write). Thus, the involvement load index for this task was one (1+0+0=1).

In Task 2, participants were provided with English business documents as participants who received Task I. However, the bold-faced target items in task I were deleted from the documents and substituted with blank spaces numbered I-30. The 30 target words were reprinted in alphabetical order on a separate paper. Each target word was provided with a brief Chinese explanation. The participants were required to fill in the blanks with words from the list. Afterwards, participants translated the documents into Chinese. As in Task I, *need* was also moderate in Task 2(learning was imposed by the task), *search* was absent (target words and explanation were provided), *evaluation* was moderate (participants had to distinguish the given words). Its involvement load was two (1+0+1=2).

In Task 3, participants finished the requirements as participants who received Task 2. In addition, they were given 30 minutes to review the same list of words as participants received in Task 2 and then create original sentences using the target words. Similar to Task I and 2, *need* was also moderate in Task 3 (learning was imposed by the task), and *search* is absent (target words and explanation were provided). *Evaluation* was strong because they had to create original sentences using target words and previously known words. Thus its involvement load was three (1+0+2=3).

#### Measurement tools

Three tests were designed for measuring the vocabulary gains and retention. The tests were administered three times: pre-study, immediate post-study, and two months after the study. In order to preempt potential ordering effects, the tests administered at three times were identical except for the order in which the items were presented. The measurement tools were explained in details as follows, and to avoid previous test effects on the subsequent test, the order of the three tests was a-b-c.

a. Passive recognition test

Knowledge of word form was measured with a multiple-choice recognition test. This receptive test format was considered appropriate because it measured participants' recognition of basic word forms. Previous incidental learning studies which included multiple-choice recognition test have generally used distracters that are quite similar in form (e.g., Pe'llicer-Sanchez and Schmitt, 2010; Webb, 2007). The current study also used this measure, one of the examples are as follows:

A. Propoze B. propose C propise D propese E. I am not sure

Participants need to choose the correct form. To avoid wild guesses, an *I* am not sure option was also provided. Participants were encouraged to choose this option if they were not sure of these word forms.

In this test, word forms that were chosen incorrectly were given a zero point. Correct answers of target words received one point. The maximum score for this test is 30 points.

b. Active recall test

Measurement of active forms of target words in the current study was adapted from the parallel version test (version 2) of Vocabulary levels test in Schmitt, et al. (2001). Validation of this test was showed in Schmitt (2010).

Participants were provided the 30 test items with Chinese and English definition on a separate page and were required to write down the target words. For example,

建议(suggest) P\_\_\_

The first letter of the target word was given to ensure that they would not provide an alternative, but correct word (e.g., *recommend* instead of *propose*).

In this test, words answered incorrectly were given a zero point. Correct answer received one point. The maximum score for this test is also 30 points.

c. Free production test

In this test, participants were provided with the 30 test items on a separate paper, and were required to write any passages on any topics that they are interested in. They were told that when they use a target word correctly, they would get one point. No half point was given in the current study. The maximum score for this test is also 30 points.

#### Procedure

Instructions on how to finish this experiment and a consent form were given to the students one week before the study. All participants in the three experimental groups were told that three tests would be given to them before and after the tasks. Although Hulstijn (2003) argued that it would be intentional learning when being told the arrangement of tests, the contents of the two vocabulary tests were hidden from them in the current study. Methodologically, it is still incidental learning.

The experiments were carried out during regular class time in their course of business translation. The 60 participants were randomly assigned to one of the three tasks, with 20 participants in each task. However, directions on fulfilling the tasks were provided before the experiment. Teacher would not provide any formal instruction during the experimental process, the tasks needed to be completed at their own pace. Due to the fact that time on doing the tasks varies, participants who finished the task earlier were told to wait for others. In translating one document, Tasks I, 2, and 3 took approximately 30, 40, 60 minutes to complete, respectively. There were ten business documents, which mean that the experiment lasts for 10 weeks. Two months after the experiment, they were required to take the measurement tests again to measure their retention of target words. During the two months, they were not provided with the related business documents.

#### **Results and Discussion**

Table I presents the scores of the three tests administered at three times: pre-study, immediate post-study, two months post study.

Table	Ι.	Mean	scores	and	standard	deviations	for	the	three	tests
admin	istered	d at diff	erent tir	ne						

Tasks	N	Pre-s	tudy	Immediate		Delayed	
	IN	Mean	S.D.	Mean	S.D.	Mean	S.D.
Passive							
recognition							
TaskI	20	8.55	.76	20.10	1.11	10.15	1.13
Task2	20	8.70	.65	23.20	1.15	13.20	.77
Task3	20	9.05	.60	26.35	.88	16.80	1.01
Active word							
recall							
TaskI	20	6.55	.82	13.40	.59	6.80	.95
Task2	20	6.45	.68	20.40	.94	10.35	.67
Task3	20	6.60	.75	23.40	.60	13.55	.68
Free							
production							
TaskI	20	3.60	.75	10.70	.80	5.45	.60
Task2	20	3.55	.76	17.45	.68	7.50	.68
Task3	20	3.65	.81	20.55	.60	10.50	.69

Max=30

According to the descriptive statistics in Table I, participants entered this experiment with some knowledge of target words. If we consider the participants' improvement in scores at the end of the study to reflect their learning of target words, the results appear to indicate that incidental learning of these target words did take place. Participants in Task 3 outperformed the participants in Task 2 in recognizing receptive word form, recalling word meaning, and producing sentences. In addition, performance in Task 2 was higher than that in Task I. Performance in retention was also higher in Task 3, followed by Task 2, and Task I.

Scores on the three tests were respectively submitted to a two-way mixed ANOVA with task (Task I, Task 2, Task 3) as the between-subjects factor and time (pre-study, immediate, delayed) as the within-subjects factor.

The results revealed that participants did not have a significantly different pre-study performance in the three tests (P>0.001).

In the test of passive word form recognition, a significant task effect  $[F(1, 84) = 21.50; p < .001; \eta^2 = .22]$ , and a significant time effect  $[F(1, 85) = 25.09; p < .001; \eta^2 = .23]$  occurred, and no task and time interaction. *Post-hoc* turkey analysis on the scores of immediate test revealed that Task 3 was higher than that in the Task 2, which, in turn, was higher than that in Task 1(*P*<0.001). *Post hoc* Turkey's analysis on the scores of delayed tests also indicated Task 3 were significantly larger than that of Task 2, and Task 2 was also significantly higher than Task 1(*P*<0.001).

In the test of active recall, a significant task effect  $[F(I, 94) = 18.50; p < .001; \eta^2 = .19]$ , and a significant time effect  $[F(2, 04) = 14.50; p < .001; \eta^2 = .15]$  also occurred, and no task and time interaction. *Post hoc* Tukey's analysis indicated the mean scores of Task 3 were significantly larger than that of Task 2, and the mean score of Task 2 was significantly larger than the mean score of Task 1(P<0.001). The ANOVA conducted on the scores of the delayed posttest also revealed that Task 3 were significantly larger than that of Task 2, which, in turn, higher than that of Task 1(P<0.001).

In the test of free production, a significant task effect  $[F(1, 67) = 17.50; p < .001; \eta^2 = .21]$ , and a significant time effect  $[F(2, 76) = 15.50; p < .001; \eta^2 = .29]$  also occurred, and no task and time interaction. *Post hoc* Tukey's analysis on the scores of the immediate test and delayed test both indicated that Task 3 were significantly larger than that of Task 2, and Task 2 was significantly larger than Task 1(P<0.001).

In summary, the research findings supported the two research questions. The predictions of Involvement Load Hypothesis generalized to the lowproficiency learners in recognizing word form, recalling meaning, producing sentences through translation tasks. Task effects on differential gains in retention were also in line with the prediction of ILH. Put succinctly, in the present study, EFL low-proficiency level learners who completed Task 3 performed remarkably better than learners who completed Task 2, which, in turn, also better than learners who completed in Task 1.

### Pedagogical implications

The results of this study purported that the evaluation component of

involvement is crucial to word learning. The task of translation plus sentence writing (strong evaluation) and the task of translation plus fill-in exercises (moderate evaluation) resulted in significantly greater gains in recognizing, recalling and producing word knowledge compared to the translation-only task (no evaluation). The present study is also in line with previous studies that compared tasks with varying degrees of evaluation (e.g., Keating, 2008; Laufer, 2003; Teng, 2014; Webb, 2005), which showed that using target words productively in original contexts is more beneficial for learners to master unknown words. For example, in Laufer's (2003) study, to achieve significant lexical acquisition, reading supplemented with a focus-on-form component was found to be superior to reading-only task. Similar results were also found in Laufer (2005). Therefore, armed with the above knowledge, learners need to be guided into elaborate processing of previous learned or known words. For this, the present study suggests that task supplemented with word-focused activities that require high degrees of evaluation is beneficial for learners to elaborately process words, which in turn, improve their learning of unknown words.

Another implication is that this study highlights the fact that, overall, a task with high involvement load is beneficial for learners. For example, language learners in an EFL context who are attending English classes will generally take reading courses, listening courses, and translation courses. However, learners will still find themselves held back down by their lexical barriers even after a significant amount of time spent on these courses. Comprehension of written texts and spoken input is contingent upon knowing 98 % of the words (Hu & Nation, 2000; Laufer & Ravenhorst-Kalovski, 2010), which is a knowledge of 8,000 word families (Nation, 2006). This is a threshold that most instructed learners in EFL context fall shy of (Keating, 2008). I do not argue against the importance of reading, listening, and translation courses. I argue that additional form-focused component be supplemented in teaching those courses, especially for those students who have a lack of a sufficient vocabulary threshold for language output. For this, I recommend Nation's (2001; 2008) method of four strands, wherein teaching involves meaning-focused input for listening and reading practice, meaning-focused output for speaking and writing, deliberate teaching by using rich vocabulary instruction and effective strategies to raise students' word consciousness, and developing fluency with words by making connections with already known words. For the learners, they are responsible for using the words through practical tasks. The teacher's main job involves contriving effective tasks with high involvement load that can compensate for the relatively limited amount of exposure that is characteristic of EFL

learning.

A final implication to be drawn from the current study is that it is essential for learners to rehearse newly-learnt words, especially for their productive word knowledge. This was because two months after the study, it was found out that participants decreased the most in productive word knowledge. Even Task 3, which leaded to the greatest gains in learning of productive word knowledge immediately after experiment, also suffered the greatest decrease in gains over the two-month period. For example, teacher can curb precipitous declines in word retention by recycling vocabulary frequently via tasks with high involvement load, or deliberately instruct the learning of target words frequently after tasks. For example, in previous studies (Folse, 2005; Keating, 2008), importance of rehearsal during instruction was also proposed.

### Conclusion

The present study extends empirical support for the construct of task-induced involvement in three translation tasks. This study also proposes that low-proficiency EFL learners benefit from translation tasks with more involvement load. In other words, tasks with higher involvement load lead to greater gains in recognizing, recalling, and producing word knowledge.

As Nation (1978, 2001) pointed out, there are disadvantages of using translation as a way of teaching the meaning of vocabulary, but by cautious use of translation in vocabulary teaching, many of the drawbacks can be averted. Translation is one essential way of familiarizing with the meanings of vocabulary words.

In addition, based on the results of this study, it is suggested that formfocused component be incorporated as one of the core points in teaching English courses for EFL context. It is also suggested that when conducting vocabulary teaching, efforts must be paid to the three construct components of ILH, especially the strong acts of *evaluation*. In other words, students need to have opportunities to *evaluate* more on differences between words, then use target words productively in original contexts. Form-focused components as well as Nation's (2008) four strands are highly suggested in making translation tasks more effective.

#### Limitations

First, test-retest effects might occur, part of the improvements might be due to familiarity with the tests. Thus, more in-depth research design on ILH for learners in the future would also be beneficial, e.g., learner variables should be taken into consideration. In addition, a mixed method on researching IHL is warranted. For example, whether differential gains in word learning would still hold or not when task completion time was taken into account (Keating, 2008).

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Shipper FOSHAN DOLPHIN TRADING CO., LTD.       B/L NO.         RM.H13, YONGFENG BUILDING 12# TONGJI XI RD. FOSHAN, GUANGDONG PROVINCE, CHINA TEL: 486 757 83302897 FAX: 486 757 83302890       ZBS ZHEN BOND SHIPING CO., LTD. BILLOP LADING Shipped on board in apparent good order and condition (unless otherwise indicated) the goods or packages specified herein and to be discharged at the mentioned port of discharge or as near there to as the vessel may safely get and be always afloat. The weight, measure, marks, numbers, quality, contents and value, being particulars furnished by the Shipper, are not checked by the Carrier on loading In witness whereoit the Master or Agents of the vessel has signed the above stated number of Bills of Lading, all of this and tenor date, one of which being accomplished, the other to stand void Treight due to ship, cargo and/or ship lost or not lost. Shippers are requested to note particularly the terms and conditions of this Bill of Lading with reference to the validity of the insurance upon their goods. (Terms and Conditions as per back hereof)         Consignee: MALFORD CERAMICS PTE LTD 629 ALJUNED ROAD #06-12 CITITECH INDUSTRIAL BUILDING SINGAPORE 389838       Vessel/Vog.NO         Port of Loading FO_HANG_1002       XINGACN, CHINA         VIJ30530       XINGACN, CHINA         VIJ30530       SINIGAPORE SGSIN, SINGAPORE       Final Destination (m)         Ocean Vessel/Vog.NO       Port of Loading SGSIN, SINGAPORE       Final Destination (m)       Number Orignal(3/2)         Marks and Number and Kind of No.       Description of Goods       Gross Weight (kg)       Measurement (kg)       If.00 CEM       If.00 CEM         <		прреп		sample busir		
RM.1413, YONGFENG BUILDING 12# TONGJI XI RD FOSHAN, GUANGDORD PROVINCE, CHINA TEL: +86 757 83302890       ZBS         ZHEN BOND SHIIPING CO., LTD. BILL OF LADING         757 83302890       Shipped on board in apparent good order and condition (unless otherwise indicated) the goods or packages specified herein and to be discharged at the mentioned port of discharge or as near there to as the vessel may safely get and be always afloat. The weight, measure, marks, mumbers, quality, contents and value, being particulars furnished by the Shipper, are not checked by the Carrier on loading In witness whereof the Master or Agents of the vessel has signed the above stated number of Bills of Lading, all of this and tenor date, one of which being accomplished, the other to stand void Freight due to ship, cargo and/or ship lost or not lost. Shipper are requested to note particularly the terms and conditions of this Bill of Lading with reference to the validity of the insurance upon their goods. (Terms and Conditions as per back hereof)         Consigner: MALFORD CERAMICS PTE LTD 629 ALJUNIED ROAD #06-12 CITITECH INDUSTRIAL BUILDING SINGAPORE 389838       Votify Party: SAME AS CONSIGNEE         Pre-carage by       Place of Receipt       Final Destination       Number Orignal(3/2)         Ocean Vessel/Voy.No       Port of Loading       Goods       Gross Weight (kg)       Masternent (kg)         Port of Discharge       Place of Delivery       Final Destination       Number Orignal(3/2)         GOSTIN SINGAPORE       SSIN SINGAPORE       If Masternent (kg)       If Mosternent (kg)       If Mosternent (kg)         Notify Party: Sostin CIADOPO	FOSHAN DOLPHIN	TRADIN	IG CO.,		B/I	L NO.
MALFORD CERAMICS PTE LTD         629 ALJUNIED ROAD #06-12 CITITECH INDUSTRIAL         BUILDING SINGAPORE 389838         Notify Party:         SAME AS CONSIGNEE         Pre-carage by         Place of Receipt         Ocean Vessel/Voy.No       Port of Loading         FO HANG 1002         XINGAGN, CHINA         V130530       Port of Delivery         Port of Discharge       Place of Delivery         SGSIN, SINGAPORE       SGSIN, SINGAPORE         Marks and Number and Kin of Description of Cooss Weight Numbers       Measurement (kg)         Numbers       Package       Goods         Container/seal       SHIPPER'S LOAD, CONTAINER S.T.C.CY-CY       I9,802.00KGS         N/M       (PART OF 1X20'GP) CONTAINER S.T.C.CY-CY       I17.00 CBM         N/M       (PART OF 1X20'GP) CONTAINER S.T.C.CY-CY       Intervent (kg)         CAIU3029530/20'GP/YMLT697110       CERAMIC MOSAIC:       Intervent (kg)         306X306MM       ILS.CODE: 69089000       Intervent (kg)       Intervent (kg)         HLS.CODE: 69089000       Intervent (kg)       Intervent (kg)       Intervent (kg)	RM.1413, YONGFE 12# TONGJI XI RD. GUANGDONG PRO TEL: +86 757 8330	FOSHAN VINCE, C	i, China	Shipped on condition (unless packages specifie mentioned port of vessel may safely The weight, contents and valu Shipper, are not co In witness v vessel has signed Lading, all of this accomplished, the Freight due lost. Shippers are and conditions of validity of the ins	COND SHIPING CO. BILL OF LADI board in apparent goo otherwise indicated) t d herein and to be diss f discharge or as near t get and be always afl measure, marks, num e, being particulars fu hecked by the Carrier whereof the Master or the above stated numl and tenor date, one o e other to stand void to ship, cargo and/or si requested to note part this Bill of Lading wi urance upon their goo	NG d order and he goods or charged at the there to as the oat. bers, quality, rnished by the on loading Agents of the ber of Bills of f which being ship lost or not icularly the terms th reference to the ds.
FO HANG 1002XINGAGN, CHINAV.130530Port of DischargePlace of DeliveryFinal DestinationNumber Orignal(3/2)SGSIN, SINGAPORESGSIN, SINGAPOREFinal DestinationNumber Orignal(3/2)Marksand PackageNumber and Kind of PackageDescription of GoodsGross Weight (kg)Measurement (m)Container/seal No.SHIPPER'S CUNT & SEALLOAD, CUNT & SEALI17.00 CBMN/M NO: NO: NO: BO2 CTNSFinal DestinationI7.00 CBMCAIU3U29530/20'GP/YMLT697110 FOLISHED TILE:600X600MMHS.CODE: 69081000HS.CODE: 69081000HS.CODE: 69089000POLISHED TILE: 300X300MMHS.CODE: 69089000III.III.III.H.S.CODE: 69089000III.III.III.III.H.S.CODE: 69089000III.III.III.III.H.S.CODE: 69089000III.III.III.III.H.S.CODE: 69089000III.III.III.III.H.S.CODE: 69089000III.II	MALFORD CERAM 629 ALJUNIED ROA BUILDING SINGAPO Notify Party: SAME AS CONSIGN	D #06-12 DRE 3898 EE	CITITECH 338	INDUSTRIAL		
FO       HANG       IO02       XINGAGN, CHINA         Port of Discharge       Place of Delivery       Final Destination       Number         SGSIN, SINGAPORE       SGSIN, SINGAPORE       Final Destination       Number         Marks       and       Number and Kind of       Description of       Gross Weight       Measurement         Numbers       Package       CONTAINER/SEAL       Image: SEAL       Image: SEAL <td< td=""><td>Ocean Vessel/Vov No</td><td>Port</td><td>of Loading</td><td></td><td></td><td></td></td<>	Ocean Vessel/Vov No	Port	of Loading			
Port of Discharge Place of Delivery Final Destination Orignal(3/2) SGSIN, SINGAPORE Marks and Number and Kind of Description of Package Goods Container/seal SHIPPER'S LOAD, CUNT & SEAL No. CUNT & SEAL N/M (PART OF 1X20'GP) CONTAINER S.T.C.CY-CY CONTAINER/SEAL NO: 802 CTNS CAIU3029530/20'GP/YMLT697110 CERAMIC MOSAIC: 306X306MM H.S.CODE: 69081000 POLISHED TILE: 600X600MM GLAZED TILE: 300X300MM H.S.CODE: 69089000	FO HANG 100		0	NA		
Marks       and       Number and Kind of Package       Description Goods       of Goods       Gross Weight (kg)       Measurement (m)         Container/seal No.       SHIPPER'S LOAD, CUNT & SEAL       19,802.00KGS       17.00 CBM         N/M       (PART OF 1X20'GP) CONTAINER S.T.C.CY-CY       19,802.00KGS       17.00 CBM         CONTAINER/SEAL NO:       802 CTNS       19,802.00KGS       17.00 CBM         CAIU3029530/20'GP/YMLT697110       CERAMIC MOSAIC: 306X306MM       1000       1000         POLISHED TILE: 600X600MM       GLAZED TILE: 300X300MM       11.500X300MM       11.500X300MM	_				Final Destination	
Container/seal     SHIPPER'S     LOAD, CUNT & SEAL     19,802.00KGS     17.00 CBM       N/M     (PART OF IX20'GP) CONTAINER S.T.C.CY-CY     19,802.00KGS     17.00 CBM       CONTAINER/SEAL     NO.:     802 CTNS     10,000 CBM       CAIU3029530/20'GP/YMLT697110     CERAMIC     MOSAIC:     10,000 CBM       MSCODE:     69081000     10,000 CBM     10,000 CBM       POLISHED TILE:     300X300MM     11,000 CBM     10,000 CBM       H.S.CODE:     69081000     10,000 CBM     10,000 CBM       H.S.CODE:     69081000     10,000 CBM     10,000 CBM       H.S.CODE:     69081000     10,000 CBM     10,000 CBM       H.S.CODE:     69089000     10,000 CBM     10,000 CBM				1	Gross Weight	Measurement
No.         CUNT & SEAL         19,802.00KGS         17.00 CBM           N/M         (PART OF 1X20'GP) CONTAINER S.T.C.CY-CY         CONTAINER/SEAL         1000000000000000000000000000000000000	Numbers Pa	ickage		Goods	(kg)	(m)
CONTAINER/SEAL           NO:         802 CTNS           CAIU3029530/20'GP/YMLT697110         CERAMIC           MO:         MOSAIC:           306X306MM         H.S.CODE:           POLISHED TILE:         600X600MM           GLAZED TILE:         300X300MM           H.S.CODE:         69089000	No. CUNT & SEAL				19,802.00KGS	17.00 CBM
NO:         802 CTNS           CAIU3029530/20'GP/YMLT697110         CERAMIC           306X306MM         H.S.CODE:           POLISHED TILE:         600X600MM           GLAZED TILE:         300X300MM           H.S.CODE:         69089000			JOINTAIINE	L 3, I, L, L I-L I	-	
CAIU3029530/20'GP/YMLT697110 CERAMIC MOSAIC: 306X306MM H.S.CODE: 69081000 POLISHED TILE:600X600MM GLAZED TILE: 300X300MM H.S.CODE: 69089000						
H.S.CODE: 69081000         POLISHED TILE:600X600MM         GLAZED TILE: 300X300MM         H.S.CODE: 69089000	CAIU3029530/20'G	P/YMLT6	97110 CE	RAMIC MOSAIC:	:	
POLISHED TILE: 600X600MM GLAZED TILE: 300X300MM H.S.CODE: 69089000		81000			-	
GLAZED TILE: 300X300MM H.S.CODE: 69089000			00MM		-	
					1	
Total Number of Containers or Packages (in Word) SAY PART OF ONE (PART OF IX20'GP)	H.S.CODE: 690	89000				
	Total Number of Co	ontainers	or Packages	(in Word) SAY PA	RT OF ONE (PARI	OF IX20'GP)

## Appendix A A sample business document

Freight 8	Charges	Shipped on Board The Vessel		
Prepaid Collect		MAY 30, 2013		
FREIGHI	COLLECT	Place and Date of Issue		
FOSHAN		MAY 30,2013		
Agent Name for Delivery		Signature		
SAVINO DEL BENE (S)	PTE LTD 43, CHANGI S	OUTH AVE 2 SINGAPORE 486164		
.,	91E LID 43, CHANGI S 5562240789/63234183	OUTH AVE 2 SINGAPORE 486164 AS AGENT FOR THE CARRIER Y		